

Go It Alone Safety Net

Take Control of Your Own Project, But Eliminate the Significant Risks Inherent in That Approach

There are numerous risks inherent in any major project, particularly mission-critical, high visibility ones such as performance management:

- *Requirements that are too high-level or too narrowly focused to get you to the best solution for today and tomorrow*
- *Evaluating the wrong vendors based on marketing hype, slick websites, or biased reports*
- *Purchasing a solution based on highly polished canned demos and being surprised down the road by how difficult it is to use, implement, and maintain*
- *Missing deadlines or budget due to trial and error/learn as you go approach to the project*
- *Buying more than you need and/or paying more than you should*
- *Lack of buy-in and adoption leading ultimately to project failure*

The most common way to mitigate these risks is to engage a management consulting organization with specific expertise in performance management. However, some organizations would prefer to Go It Alone. For them, we now offer the Go It Alone Safety Net. This service is designed to significantly reduce the risks without the need to involve consultants. Just visiting vendor websites, viewing canned demos, and reviewing analyst reports and whitepapers is not sufficient to ensure a successful outcome.

BPM Partners' Go It Alone Safety Net: Get it Right the First Time

Leverage BPM Partners' proven tools, methodologies, and expertise without the costs and trade-offs typical of consulting projects. Stay in control of your own project and keep costs down while leveraging BPM Partners' Go It Alone Safety Net to ensure that you get it right the first time.

“Today, companies need to be far more cautious and cost-conscious than ever before,” says Craig Schiff, CEO, BPM Partners. “A Business Performance Management solution can be one of the primary keys to unlocking corporate profitability and success but, like any enterprise software project, it can also fail to deliver on its promise if not done properly. Poor definition of requirements, the wrong solution for the job and limited buy-in from end users are all reasons BPM projects fail.”



Let BPM Partners provide the expertise you need to ensure success. Call us at **+1 203.359.5677** or email info@bpmpartners.com.

Quickly Get Up to Speed

Education for you and your team on the performance management market including an overview of the key vendors, research on the projects and plans of peer organizations, and latest trends to be aware of, all delivered via a live web conference.

Learn Our Methodology

Review of performance management project best practices and BPM Partners' vendor selection methodology that has been used successfully at hundreds of companies both large and small. From developing a roadmap to putting your vendor finalists through a 4 hour scripted demo to asking the right questions during your reference calls, we will share all the details with you.

Develop Comprehensive Requirements with the Right Level of Detail

Our performance management requirements worksheet will enable you to quickly develop your own requirements by selecting from a pre-existing list of commonly requested capabilities, as opposed to starting with a blank sheet of paper and potentially missing key items. These requirements and related priority weightings are key to identifying the right vendors and developing a custom demo script for vendor evaluation and scoring sessions.

Focus on the Best Fit Vendors

Custom vendor recommendation report that cuts out the hype and noise and identifies several vendors that based on our experience are likely to be able to meet your business requirements and budget. Report contains unbiased overviews of each vendor, pros and cons for each tied back to your specific requirements, as well as 15 separate customer satisfaction attribute ratings for each.

Get the Ideal Solution at the Best Price

Pricing guidance that compares your vendor software and service proposals to our database of actual prices by vendor for similar size systems. We identify opportunities for savings and guide your negotiations to make sure you buy just what you need, at the best price, with the best terms. The savings gained from this aspect of the Go It Alone Safety Net alone will more than likely cover the cost of the entire offering.

Keep Your Project On Time and On Budget

Once the decision is made to advance your performance management initiative, utilizing this service will help ensure that your project stays on track in terms of time, scope and cost.



BPM Partners, Inc.
Six Landmark Square
Stamford, CT 06901
USA

Phone: (203) 359-5677
Fax: (203) 359-5877
Email: info@bpmpartners.com
Site: www.bpmpartners.com